



# GRIMMWAY ENTERPRISES, INC.



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Jeff Huckaby, President Grimmway Farms







Rod and Bob Grimm started Grimmway Farms in 1969 after opening a roadside stand selling corn in the early 60's and using carrots to rotate with.

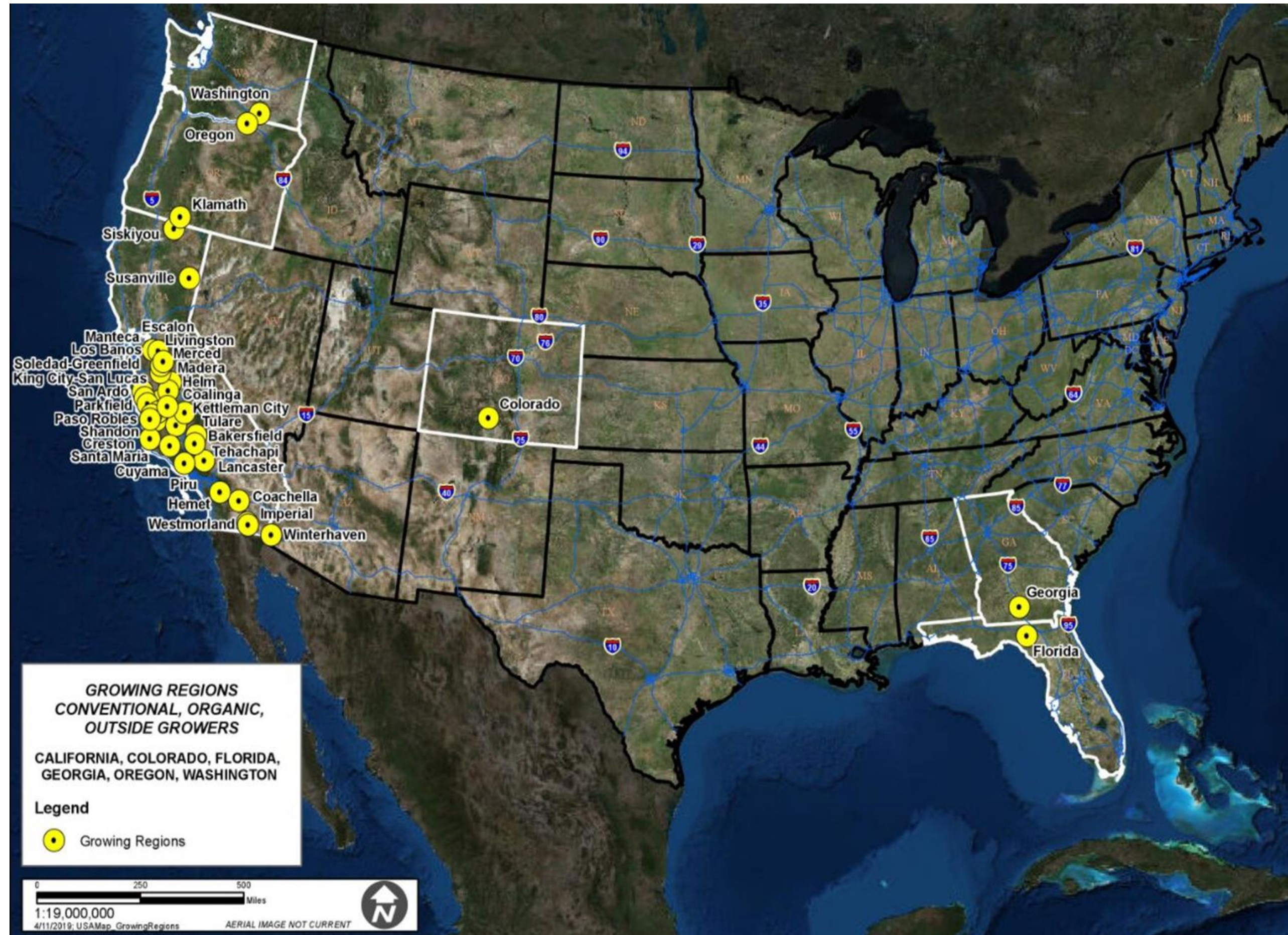
The brothers passed away in 1998 and 2006 but the families still own the company today.

In 2019, we celebrated our 50<sup>th</sup> anniversary as a family-owned business.





# GROWING REGIONS





# RETAIL FOOTPRINT





# WHOLE CARROTS (CELLOS)

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# BABY CARROTS (CUT AND PEELED)

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# VARIETY OF CARROT TYPES

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Baby Carrots



Bias Cut Carrots



Carrot Chips



Carrot Cut Coins



Diced Carrots



Crinkle Cut Coins



Chunk - Peeled



Chunk - Unpeeled



Carrot Sticks



Julienne - 2 inch



Julienne - 4 inch



Matchstick Shred



Shredded Carrots



ColorShred Carrots



Carroteenies



Carrot Dippers



# WHY FARM ORGANICALLY?

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**48,509 CERTIFIED ORGANIC ACRES** \_\_\_\_\_







# COVER CROP

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# COMPOST SPREADER

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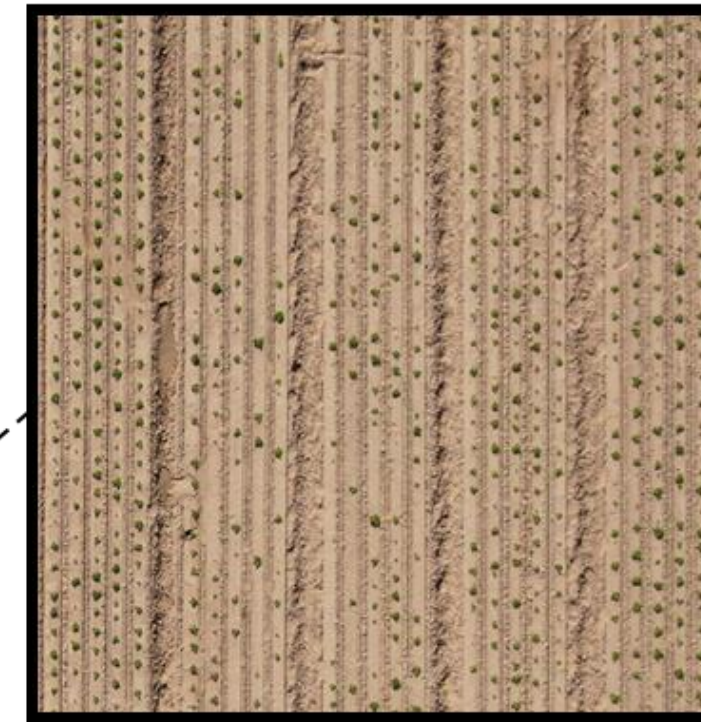
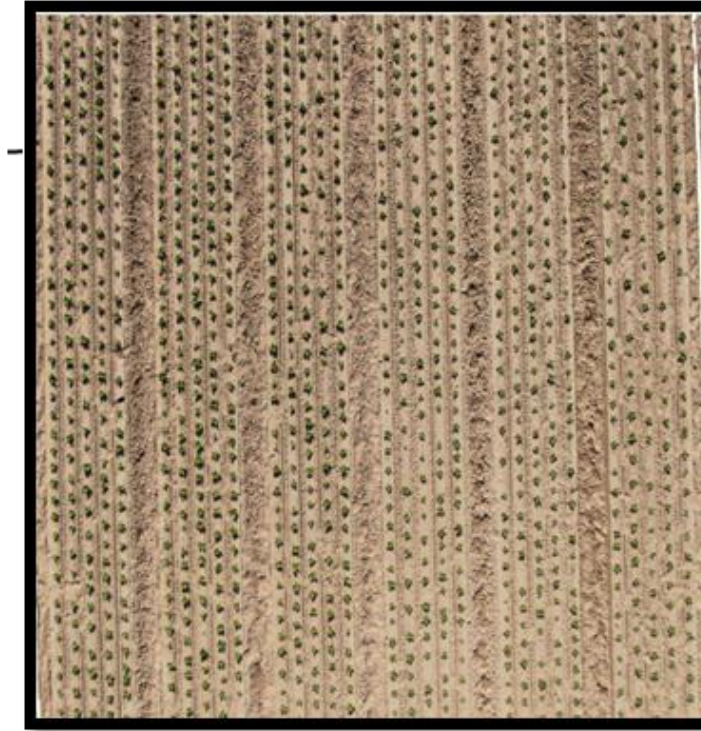
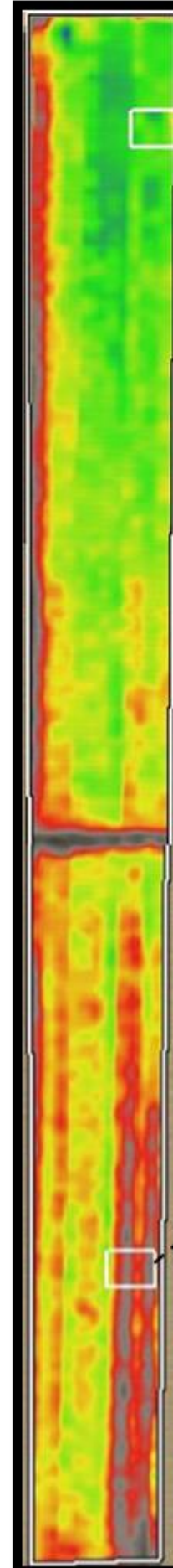
# PLANTING

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# DRONE IMAGERY





# DRONE IMAGERY

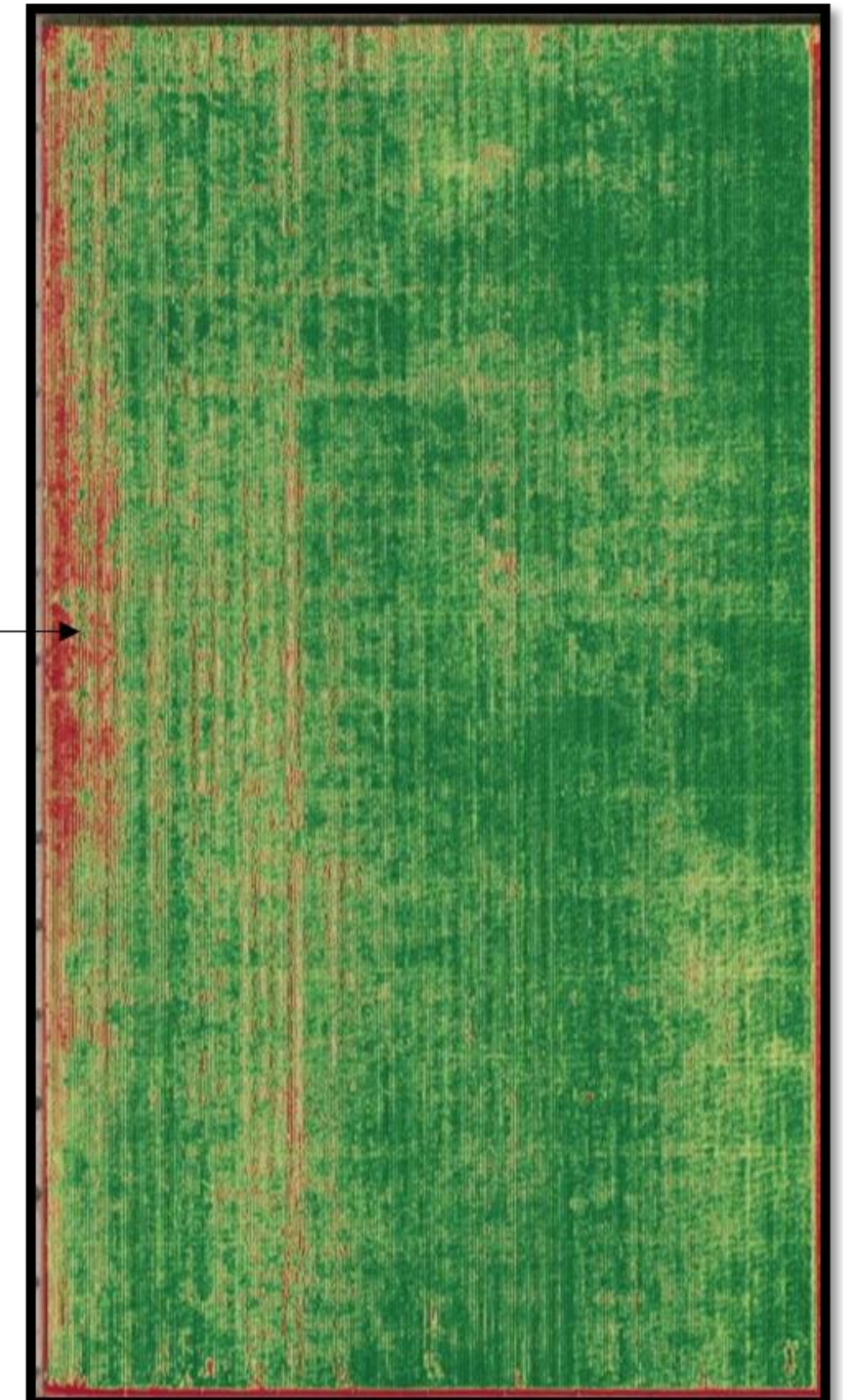
Carrots - Color Image

Carrots – Stress/Health Analysis

Area of Stress



Area of Stress



Affected Acres



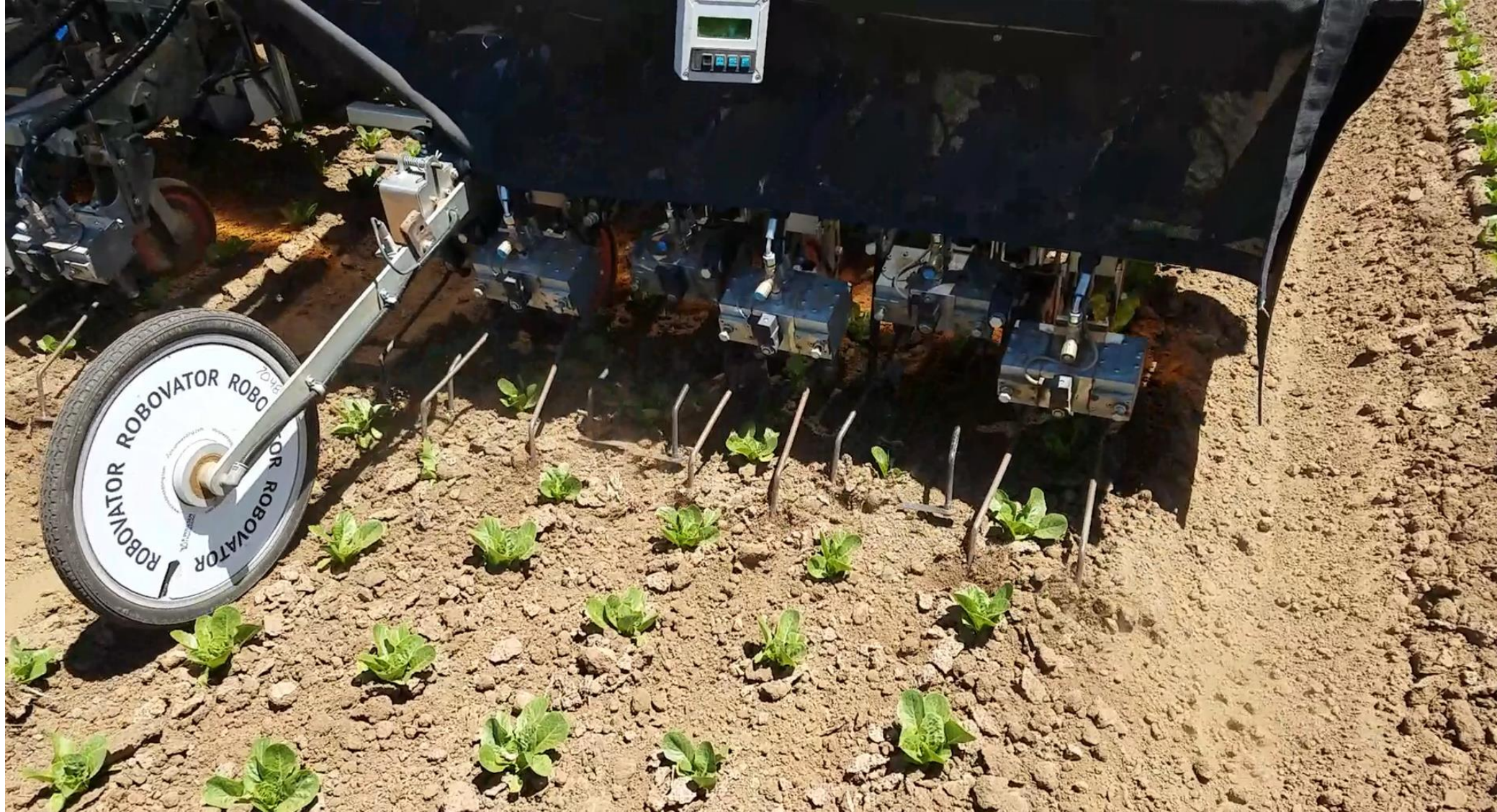


# WEED REMOVAL

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# WEEDING





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# IRRIGATION

“PREVIOUSLY PRACTICED”







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# IRRIGATION

PRESENT DAY







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# IRRIGATION

DRIP TAPE



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# CROP HEALTH

## BENEFICIAL INSECTS







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# CROP HEALTH

ALYSSUM



# FOLIAR DISEASES

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# CARROTS

## ROOT DISEASES



# ORGANIC ROTATIONAL CROPS —





# LETTUCE HARVEST

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# CARROT HARVESTER

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# RADISH HARVESTER

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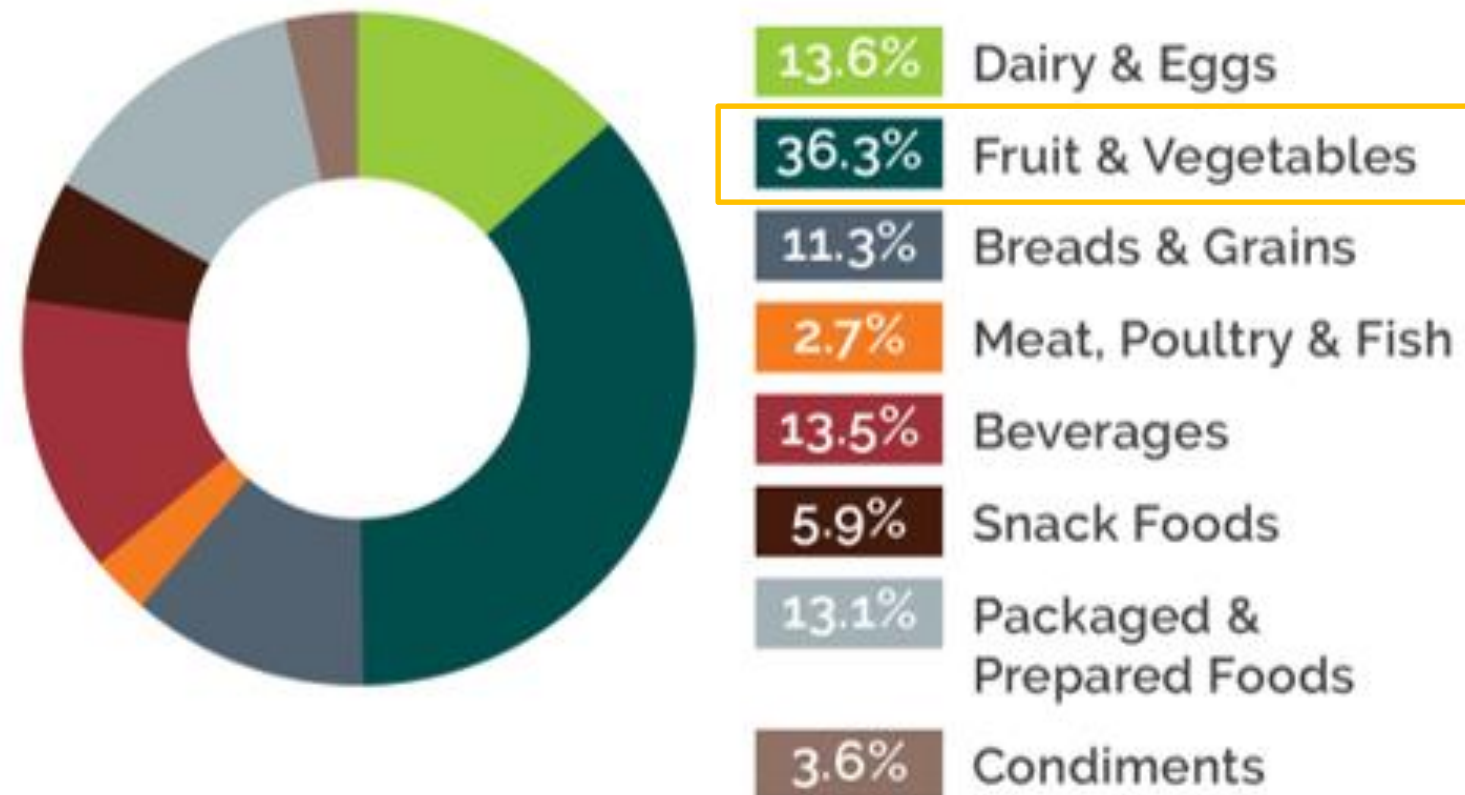
# CHALLENGES

## LABOR REDUCTIONS

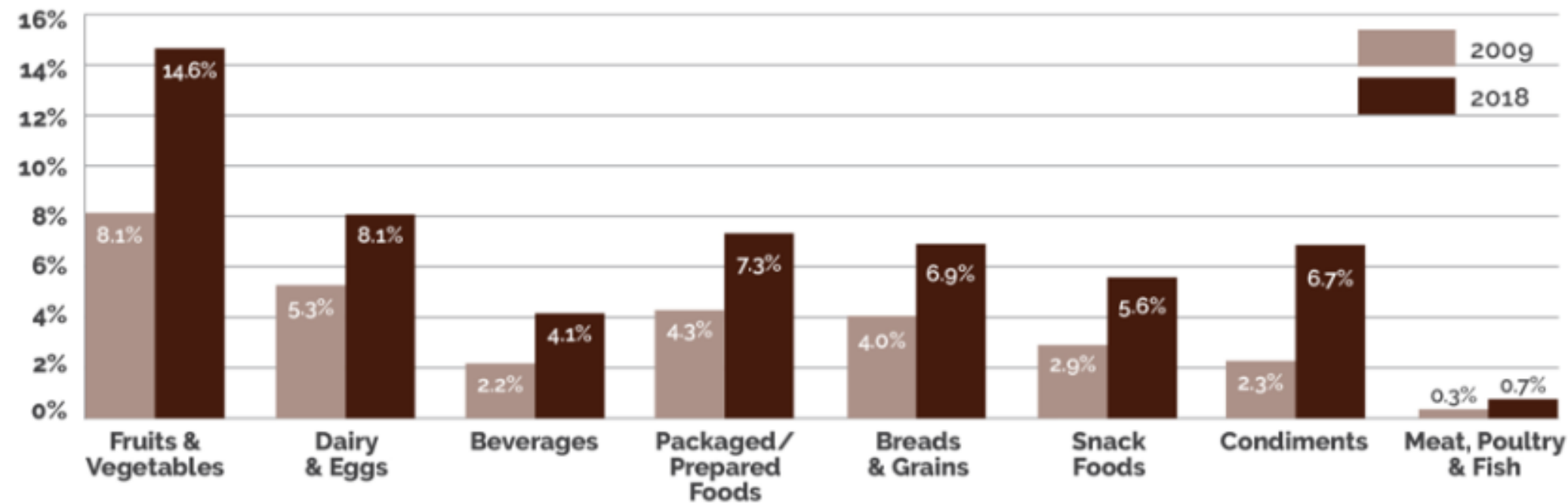




## U.S. Organic Food Sales by Product in 2018



SOURCE: ORGANIC TRADE ASSOCIATION'S 2019 ORGANIC INDUSTRY SURVEY  
CONDUCTED 1/25/2019-3/26/2019 (CONSUMER SALES).



SOURCE: ORGANIC TRADE ASSOCIATION'S 2019 ORGANIC INDUSTRY SURVEY CONDUCTED 1/25/2019-3/26/2019 (CONSUMER SALES).

## OTA GROWTH CHART



# OTA

## GROWTH CHART

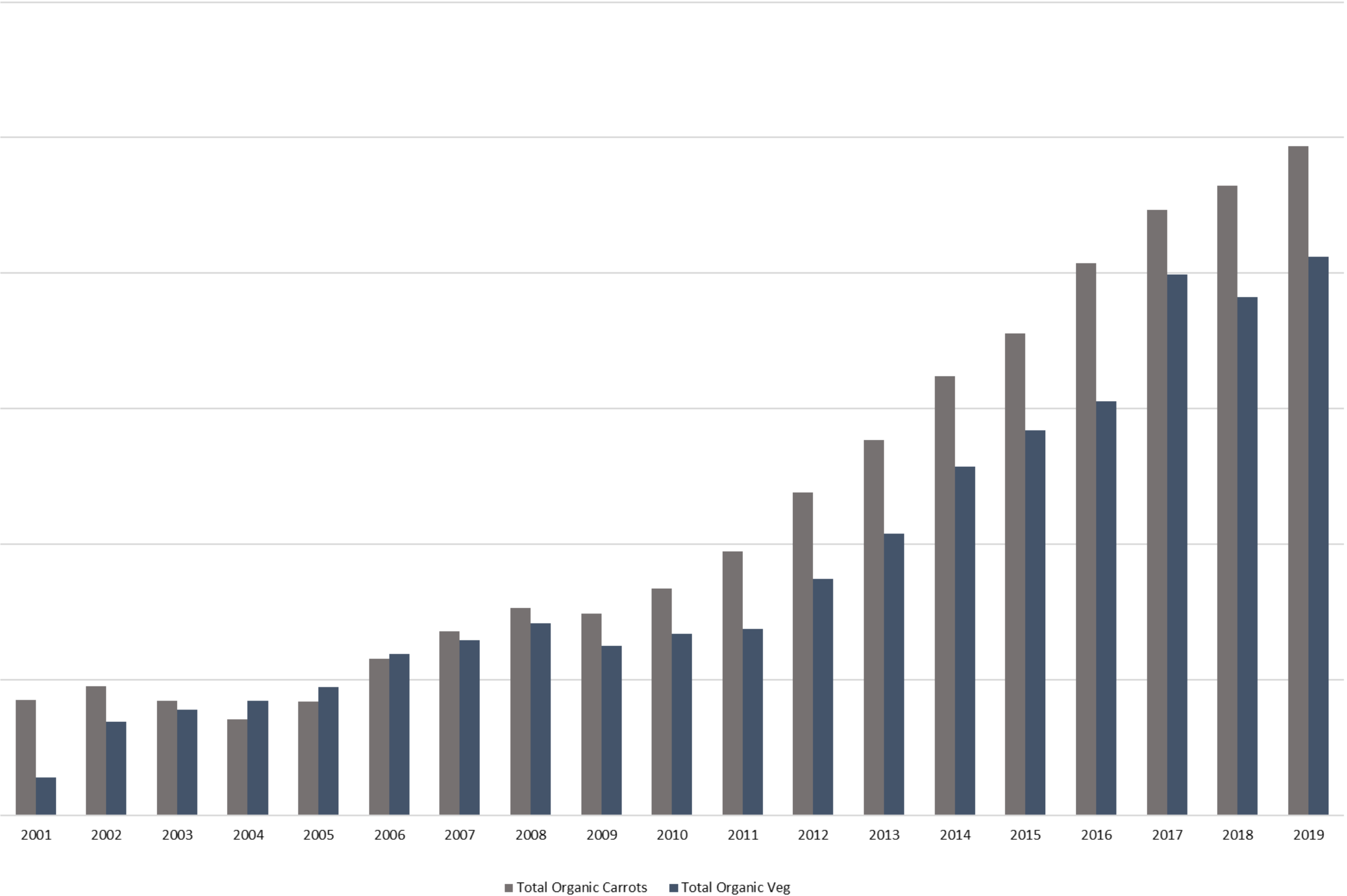
FIGURE 3.1 U.S. Organic Fruits & Vegetables vs. Total Organic Food Sales, Growth & Penetration, 2009–2018

SUBCATEGORY	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Organic Fruits & Vegetables	7,165	8,008	8,949	10,107	11,629	13,058	14,423	15,641	16,470	17,397
Growth (%)	10.8%	11.8%	11.8%	12.9%	15.1%	12.3%	10.5%	8.4%	5.3%	5.6%
Total Organic Food	21,266	22,961	25,148	27,965	31,378	35,099	39,006	42,507	45,209	47,862
Growth (%)	4.3%	8.0%	9.5%	11.2%	12.2%	11.9%	11.1%	9.0%	6.4%	5.9%
Fruits & Vegetables (as % Total)	33.7%	34.9%	35.6%	36.1%	37.1%	37.2%	37.0%	36.8%	36.4%	36.3%

SOURCE: ORGANIC TRADE ASSOCIATION'S 2019 ORGANIC INDUSTRY SURVEY CONDUCTED 1/15/2019–3/26/2019 (SMIL: CONSUMER SALES)



TOTAL ORGANIC SALES  
CARROTS AND VEGETABLES



GRIMMWAY AND CAL-ORGANIC



# MULTI-COLORED BEETS

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# SEED DEVELOPMENT AND TRIALS

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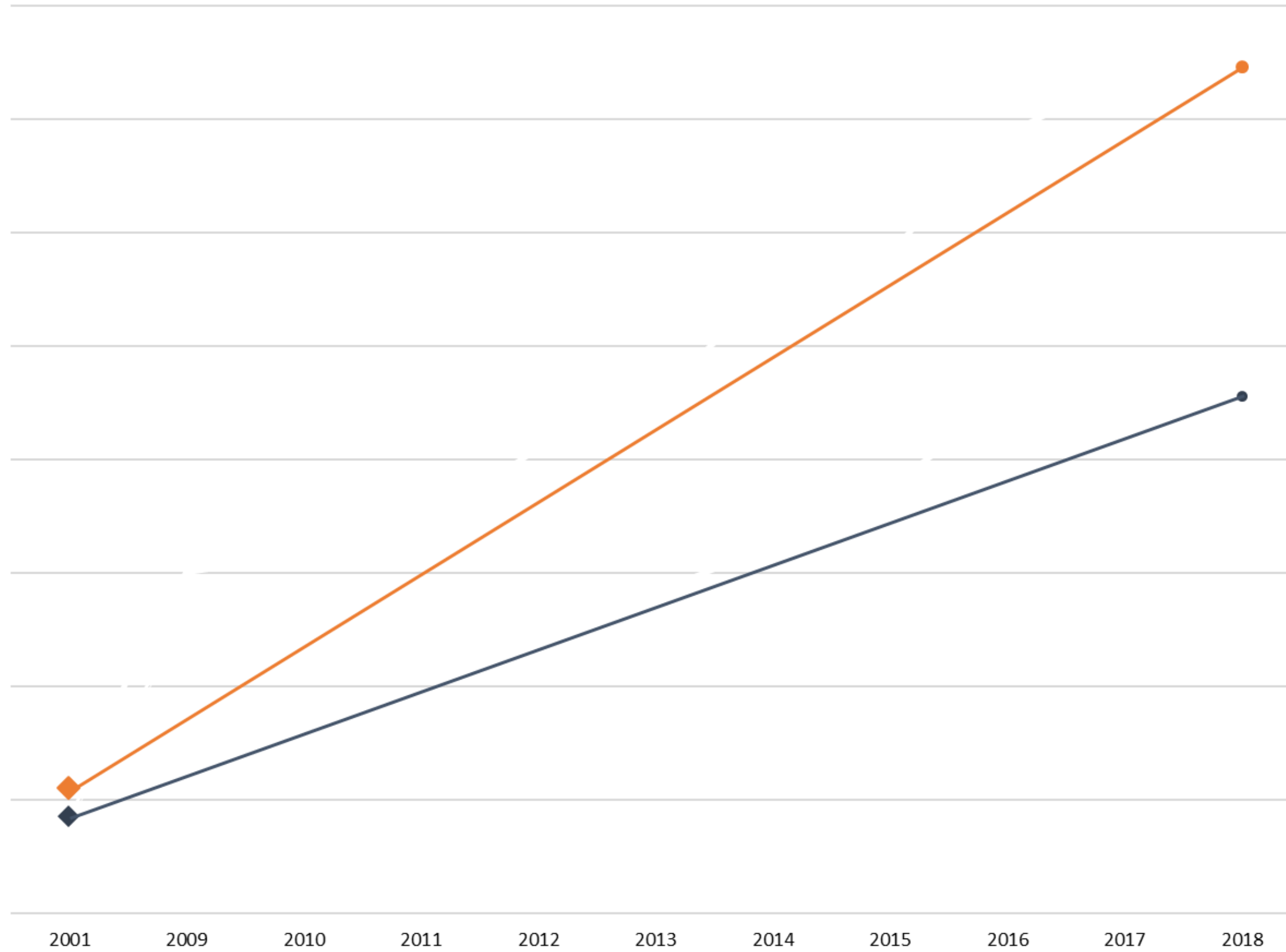
# SEED DEVELOPMENT AND TRIALS

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ORGANIC BABIES  
2001-2018



# ORGANIC BABY WHOLE





# GRIMMWAY AT-A-GLANCE

Family-owned and headquartered in Bakersfield, California, Grimmway Farms traces its roots to a produce stand opened by the Grimm brothers in the early 1960s. Grimmway is a global leader and the world's largest producer of carrots, and also supplies more than 65 organic, USA-grown crops year-round. Grimmway is committed to caring for customers, honoring sustainable practices and preserving natural resources for future generations.

## BRANDS



## PRODUCTS



### 16 Carrot Cuts

- Whole
- Baby
- Sticks
- Shred
- Coins
- Chips
- Diced and more!



**Organic Vegetables**  
Over 65 seasonal and year-round organic vegetables.



**Foodservice**  
• Schools  
• Restaurants and more!

**Juice Concentrate**

## CERTIFICATIONS



USDA Good Agricultural Practices (GAP) Compliant



Orthodox Union  
Kosher Certified



Non-GMO Project Verified

## GROWING REGIONS



Arizona  
California  
Colorado  
Florida  
Georgia  
Oregon  
Washington

## DISTRIBUTION



Ship to all **50** states in the USA and over **20** countries worldwide. Operate out of **18** facilities.

## EMPLOYMENT



**Largest private employer in Kern County.**